

Linda Sabovik
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Never Give Up Your Dream

Linda Sabovik dreamed and dreamed about having her own business. She kept her dream alive for 22 years! But starting a business can be scary, and that fear, coupled with other life priorities, kept Linda from fulfilling her dream. She finally came to the conclusion that she didn't want to always wonder if she should have started a small business. Throughout the process, Linda was patient and slowly built up her business knowledge. It took time, but Linda is now the very proud owner of Snip, Clip & Polish, a family hair salon located in Chesterland, Ohio.

Linda's advice is don't go it alone - get all the help you can. That is what Linda did. She contacted her local U.S. Small Business Administration (SBA) office, along with the Service Corps of Retired Executives (SCORE) and the local (Lake County) Small Business Development Center for help. These organizations provided Linda with free counseling and guidance on building her business plan. It was fifteen years ago that Linda first attended a downtown Cleveland seminar at SBA offered by SCORE on starting a small business. It was ten years ago that Linda first consulted a counselor at the Lake County Small Business Development Center. She had to postpone plans along the way because of personal matters, but a few years ago Linda again contacted the Lake County Small Business Development Center. "I had to get all my little ducks in a row, so to speak," said Linda. "You have to contact people who know what to do, and can show you how to do it."

Linda finally decided that it was time to take the risk. With her business plan in hand, Linda searched for a location for her business. After an extensive search, she found a cozy 800 square foot retail space. She obtained the necessary financing from through an SBA-guaranteed loan provided by Charter One Bank. Linda decorated her business space with zoo motif (earth-tone walls, jungle and animal prints, rugs, bamboo heading etc.), which reflects her other love, which is volunteering at the Cleveland Zoo.

One great relief for Linda was that most of her longtime customers followed her to the new business. Linda had 29 years of styling experience and had built up a loyal clientele. That customer base helped the business get off to a successful start.

As Linda knows, starting a business is not an overnight process. It takes time, courage, and hard work to actually start a business. But to Linda, it is all worth the effort. "I can't explain the feelings I have when I look around," said Linda. "I'm very proud that I had the tenacity to keep going. It was meant to be, and it feels right."

With Linda Sabovik's never give up attitude and her courage to take a risk, she turned a dream into reality. Her Snip, Clip & Polish business is on its way to being a hair raising success!